Business Opportunities

Robert Medina
Small Business Specialist
NASA Dryden Flight Research Center

Acquisition Basics Conference
Palmdale, CA
June 8, 2004

Getting Started

- Get to Know Your Customer (NASA or prime contractor)
- Do Your Homework
- Match Your Capabilities with Customer Requirements and Programs
- Contact Your Customer (end-user) directly.
- Be Patient and Persistent
- Goal is a Long-term Business Relationship

Tools and Resources

- Small Business Specialists
- Small Business Technical Advisors
- SBA Procurement Center Representative
- Customer Phone Book
- Customer Homepage (http://www.dfrc.nasa.gov/)
- Acquisition Forecast
- Prime Contractor List
- Existing Contracts
- NASA Acquisition Internet System (NAIS)- E-mail Notification, Synopsis Search, etc. (http://prod.nais.nasa.gov/cgi-bin/nais/index.cgi)

Dryden Flight Research Center

Director	*Kevin L. Petersen*
Deputy Director *(Acting)*	*Robert R. Meyer*
Associate Director for Management	*Gwen Young*
Associate Director for Planning	*John Sharkey*

Systems Management Office

Marta Bohn-Meyer

Acquisition Management Office (A)	Office of the Chief Financial Officer (C)	Office of Equal Opportunity Employment (E)	Office of Facilities Eng. & Asset Mgmt. (F)	Human Resources Management & Dev. Office (H)	Security Office (J)	Office of the Chief Counsel (L)	Office of Academic Investments (N)	Office of Safety & Mission Assurance (S)	Public Affairs, Commercialization (T)
Russ Davis	*Jack Mechanic*	*Anna Morales*	*Dan Crowley*	*Louise Boyd*	*Frank Chavez*	*David Samuels*	*Susan Miller*	*Lawrence Davis*	*Fred Johnsen*

Research Systems Directorate (M)	Flight Operations Directorate (O)	Aerospace Projects Directorate (P)	Research Engineering Directorate (R)	Airborne Science Directorate (Y)
Dir - Larry Schilling *Dep - Vince Chacon*	*Dir - Gary Krier* *Dep - Vicki Regenie*	*Dir - Robert Meyer* *Dep - Vance Brand*	*Dir - Patrick Stoliker* *Dep - Brad Flick*	*Dir - Dr. Tom Mace* *Dep - David Wright*

Local Awards Fiscal Year 2004

Area	Awards	Dollars
Kern County	70	$68.8M
LA County	25	$3.4M
San Bernardino County	1	$0.1M
	96	$72.3M

Products or Services Procured

- Electronic and Communication Equipment/Components
- Test Equipment and Instruments
- Aeronautics and Space Research and Development
- Air Transportation
- Aircraft Maintenance/Repair and Parts
- Architect & Engineering Services
- Construction
- Information Technology
- Support Services – Administrative, Facilities Maintenance, Logistics, Janitorial, Medical, Security, Project Management, etc.
- Office Supplies (Credit Cards, GSA Schedule)
- Office Furniture
- Hazardous Material Removal, Clean-up, Disposal
- Training Services and Educational Courses
- Fuels

Acquisition Forecast

Fiscal Year 2004

- R&M 35KV Feeder System
- R&M Southeast Wing Addition Bldg. 4800
- R&M Data Analysis Facility Bldg. 4838
- Repair Paving
- R&M Integrated Support Facility, Bldg. 4825
- Generator Sets
- Replace Uplink System in Remotely Piloted Vehicle Lab.
- Realtime Simulation Computer Upgrade
- Replace RAIF UPS System

Acquisition Forecast (Cont.)

Fiscal Year 2004 (Cont.)

- Logistics Services
- Security Services
- Project Management Information Support
- Health and Medical Services
- Integrated Financial Management System Support
- Intelligent Vehicle Systems (IVS) Engineering & Technical Support

Acquisition Forecast (Cont.)

Fiscal Year 2005

- R&M Composite Facility Bldg. 4823
- Repair Paving – Phase 2
- R&M Primary Electrical Distribution – Phase 3

Subcontracting Opportunities

On-Site Contractors

- AAFES (Cafeteria Support)
- Analytical Services & Materials Inc. (NAS4-02021 - Engineering & Technical Services fro Flight Research & Development)
- Arcata Associates (NAS4-00047 - Research Facilities and Engineering Support Services)
- Booz-Allen Hamilton (IFMP Support)
- CI Travel (Travel Related Services)
- DTI Associates Inc. (NAS4-01029 - Facility Support Services)

Subcontracting Opportunities

On-Site Contractors

- Dyncorp (747 Maintenance Support)
- Dyncorp (Purchase Order E-04311D - Aircraft Maintenance, Modification and Flight Line Support)
- Federal Occupational Health (Purchase Order E-04429D - Occupational Health Services)
- Digitalnet Government Solutions (NASA Integrated Services Network)
- GRD INC (NAS4-98039 - Project Management Information System Support)

Subcontracting Opportunities (Con

On-Site Contractors (Cont.)

- Infinity Technology Inc. (NAS4-00032 – Technical & Administrative Support Services)

- Kay & Associates (NAS4-99030 - Aircraft Ground Equipment and Transportation Support)

- Lockheed Martin Services Inc. (NAS4-98037 - Shuttle Support Services) CI Travel (Travel Related Services)
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- Lockheed Martin (NAS4-00043 – Airborne Sciences Support Services)

- Lockheed Martin Information Technology (Purchase Order E-04750D - Outsourcing Desktop Initiative for NASA (ODIN))

Subcontracting Opportunities (Con

On-Site Contractors (Cont.)

- Micro Craft Inc. (NAS1-97110 - Hyper-X Research Vehicle)
- Oklahoma State (Education Office Support)
- Orbital (NAS4-97003 - Hyper-X Pegasus Launch Vehicle)
- Platinum International (PO E-05094D - Safety Support Services)
- Science Application International Corp. (SAIC) (BPA – E-05083D – Engineering Services)

Subcontracting Opportunities (Con

On-Site Contractors (Cont.)

- Scientific & Commercial Systems Corp. (NAS2-99020 - Logistics & Admin. Support

- Systems Application & Technology, Inc. (NAS4-98042 - Security Support)

- United Services Alliance (USA) (Space Shuttle Support)

- United Technologies Corporation (NAS4-98056 - F-15 ACTIVE Support)

- USDA Graduate School ((E-03813D—Dryden Learning Center)

Agency Announcements

- NASA Cooperative Agreement Notice (CAN)
- Announcement of Opportunity
- Small Business Innovation Research/Small Business Technology Transfer (SBIR/STTR)

SBIR/STTR Program

- Stimulate private sector technological innovation
- Strengthen SB's role in meeting Federal R&D needs
- Increase the commercial application of R&D
- Encourage participation of SDB & WOSB

NASA SBIR/STTR Program

- SBIR Phase I – 6 months - $70K Max Value
- STTR Phase I – 1 year - $100K Max Value
- SBIR Phase II – 2 years - $600K Max Value
- STTR Phase II – 2 years - $600K Max Value
- SBIR and STTR Phase III – Commercial

NASA SBIR/STTR Program (Co

- Solicitation Release July 7, 2004
- Proposal Due September 9, 2004
- Homepage: http://www.sbir.nasa.gov

Summary

- Get To Know Your Customer
- Match Your Firm’s Capabilities to Customer Needs
- Build Long-Term Business Relationship

FOR MORE INFORMATION:

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